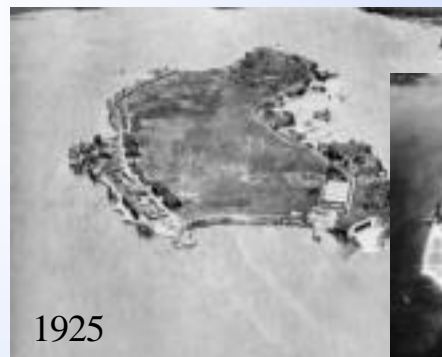


PRE-PROPOSAL CONFERENCE

***FOR
RFP NO. F.I.-1-R-01,
FORD ISLAND MASTER
DEVELOPMENT
AGREEMENT***



1925



1941



Today



Tomorrow

Welcoming Remarks



RADM Conway



THE BIRTH OF FORD ISLAND

Welcoming Remarks



RADM Kubic

Part I

Pre-Proposal Conference
Objectives
Full and Open Communication
Rules of the Conference/RFP
RFP Review
Major Milestones
Do's and Don'ts

Part II

Site Visit

Part III

Questions/Discussion



- To introduce you to the Navy team
- To improve your understanding of the Navy's requirements/RFP, procedures and processes
- To acquaint you with the property sites
- To meet with other interested parties



- Better understanding of the Procurement Process
- Better understanding of the Navy's Requirements in order to receive Complete and Best Proposals
- Provide feedback for industry to improve proposals in future acquisitions
- Receive comments from Industry in order to incorporate commercial practices and improvements to the Navy's Requirements

- Terms and Conditions of the Solicitation remain Unchanged
- Questions/Responses Not considered Official unless in Writing
- All materials provided through website
- Telephone inquiries for RFP clarification referred to Question Form Process on website
- Requests for meetings coordinated through Contracting Officer

Part I Development Objectives, Considerations, and Process

Part II Request for Proposals - Phase I

Part III Request for Proposals - Phase II

Part IV Master Development Agreement Components

Part V Technical Requirements

Part VI Annexes

A. Master Development Plan

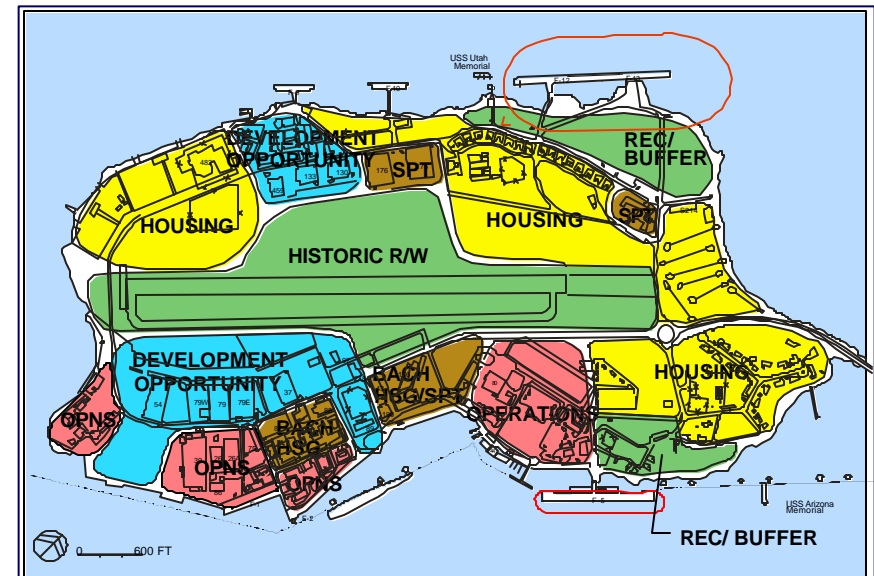
B. Property Services

C. Construction

D. Master Development Agreement

E. Labor Provisions

Part VII Attachments



- Navy Objectives
- Legislation
- Historic Preservation
- NEPA
- Environmental Clean-up
- Operations, Security and AT/FP
- Additional Data

- Phase I
 - FAR Governed Procurement
 - Determine Most Highly Qualified
- Phase II
 - Non-FAR
 - Financial Consideration and Technical Merit
 - Best Value Source Selection

- Original + 5 Copies (Paper) and CD
 - 50 Page Limitation for each volume
 - How Pages are Counted
 - One-sided Printing
 - Font Sizes
 - Two Volumes, Three Inch Binders
-
- Volume I: Data to support Financial Capability, Conceptual Business Plan, Completed Representations and Certifications, unbound completed (Blocks 7, 19A, 19B, and 19C) Standard Form 26
 - Volume II: Ford Island Concept Plan and data to support Development Experience and Past Performance
-
- **Due Date and Time: 7/3/01, 4:00 p.m., HST**

- Statement of Program Ownership
- Certified Financial Statements for the last three years
 - Accountant's Letter
 - Balance Sheet
 - Income Statement
 - Statement of Retained Earnings
 - Changes in Stockholder's Equity
 - Statement of Cash Flows
 - Accompanying Footnotes to the statements issued by an independent Accounting Firm
 - Duns Numbers
- Identify Other Financial Support Sources
- Other Information

- Commercial Ventures
- Outlying Property / Concepts

- Conceptual Master Development Plan for Ford Island which shows locations for both future Navy facilities and future commercial developments to be undertaken by the Master Developer

- Project Experience
 - Master Developer's Background
 - Project Listing
- Organizational Experience
 - Organization Structure
 - Lead Firm
 - Organizational History
 - Key Personnel
- Past Performance on Projects
- Commitment to Small Business

- Financial Capability and Conceptual Business Plan (Factor 1)
- Ford Island Concept Plan (Factor 2)
- Developer Experience and Past Performance (Factor 3)

Financial Capability and Conceptual Business Plan

- Considers the financial strength to develop and complete the program
- Financial Capacity
- Degree of financial strength, overall stability and working capital capabilities
- Financial condition shall be sound as determined by conventional analysis of the financial statement submittals
- Financial feasibility of the proposed commercial ventures on Ford Island

Ford Island Concept Plan

- Compatible with the Draft PEIS and which does not create additional significant adverse impact on the environment
- Compatibility with adjacent Navy and Community Environment
- Architectural features suitable for the existing Historic Military Airfield Community Environment on Ford Island

Development Experience and Past Performance

- Considers development experience
- How well the Master Developer and the Master Developer Team is suited to undertake the Ford Island Development successfully
- Past Performance History (quality, timeliness, cost control, business relationships and customer satisfaction, successful and accurate application of The Secretary of the Interior's Standards for the Treatment of Historic Properties
- Past Utilization of Small Business Concerns (includes SDBs, WOSBs, HUBZones, VOSB, HBCU/MI)

- Most Highly Qualified from Phase I
 - Maximum of 3
 - Contract for MDP
- Submission Requirements
 - Navy Conceptual Example
- Selection Criteria
 - Evaluation Factors
 - Best Value

- Volume I
 - Lease Financial Proposal and Business Plan comprised of offers to purchase or lease Navy properties, including Consideration to Navy, and information to demonstrate Business/Financial Feasibility for proposed commercial ventures and visitor attractions
- Volume II
 - Financial Capability
- Volume III
 - Master Development Plan for Ford Island and Outlying Properties
- Volume IV
 - In-kind Property Support Services including Technical Specifications, Past Performance and Staffing
- Volume V
 - In-kind Construction submittals, including Floor Plans and Elevations, Materials and Equipment Lists, Past Performance and Key Personnel, and Management Approach
- Volume VI
 - Utilization of Small Business

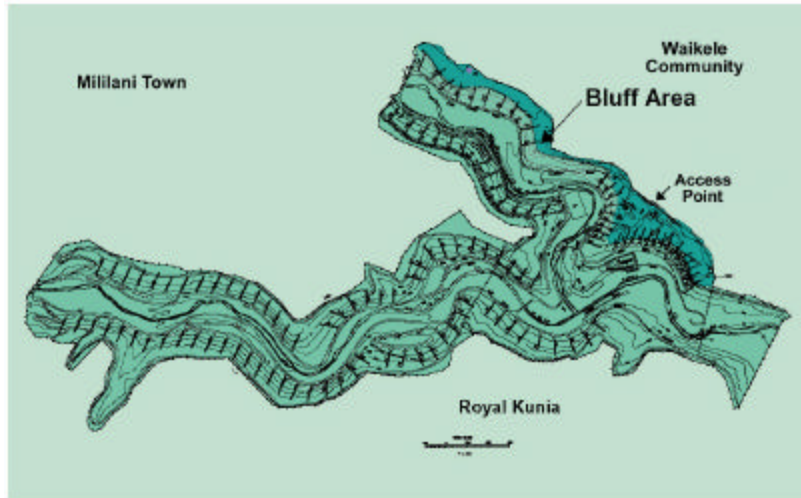
- RFP Attachments 2, and 27-35
- Property Values
 - Rough Order of Magnitude
 - Time Value of Money
- In-Kind Consideration
 - Construction
 - Property Support Services
 - Post Construction Maintenance
- In-Cash Consideration
- Other In-Kind or In-Cash Consideration

- Financial Considerations (Factor 1)
 - Consideration to Navy
 - Business Plan
 - Financial Capability
- Ford Island Master Development Plan (Factor 2)
- In-Kind Consideration for Property Support Services and Construction (Factor 3)
- Utilization of Small Business (Factor 4)

“Best value” to the Navy considers financial benefits to the Navy, technical merit, and feasibility of the proposals received to be determined based on an integrated assessment of the evaluation factors. “Best value” balances the financial consideration offered, technical merits and risks of the proposal to determine the most advantageous offer to the Navy that provides the Navy the best opportunity to realize its goal of the development of Ford Island.

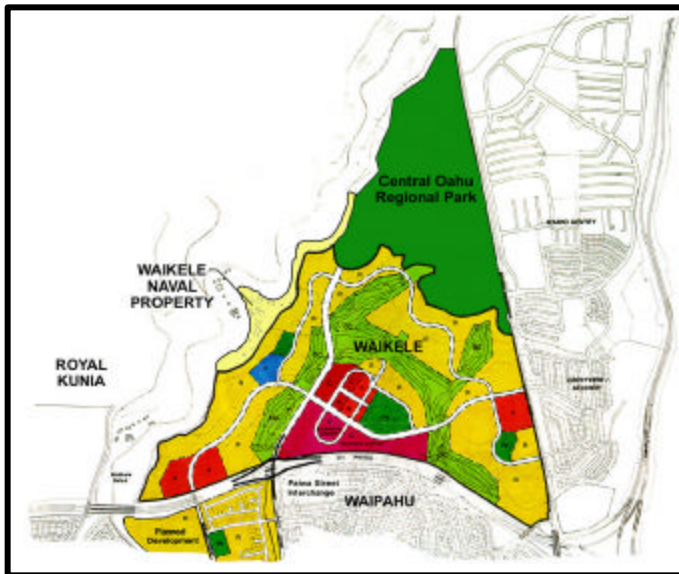


- Master Development Plan
- In-Kind Property Support Services Agreement
- In-Kind Construction Agreement
- Labor Provisions
- Environmental Compliance
- Real Estate Agreements (Leases/Conveyance)

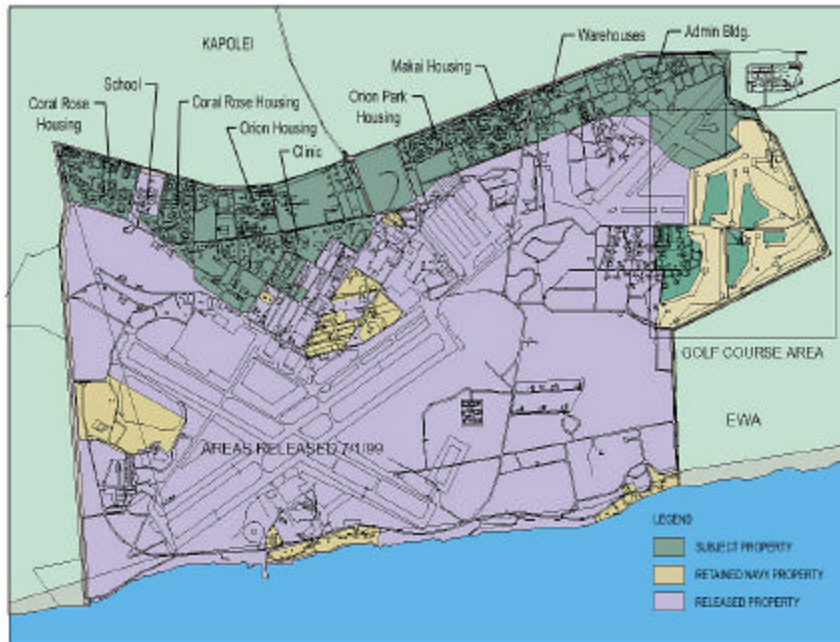


Property Action: Sale




- 515 Acres
- Utilities and Access from Waikēle Community



Property Action: Sale



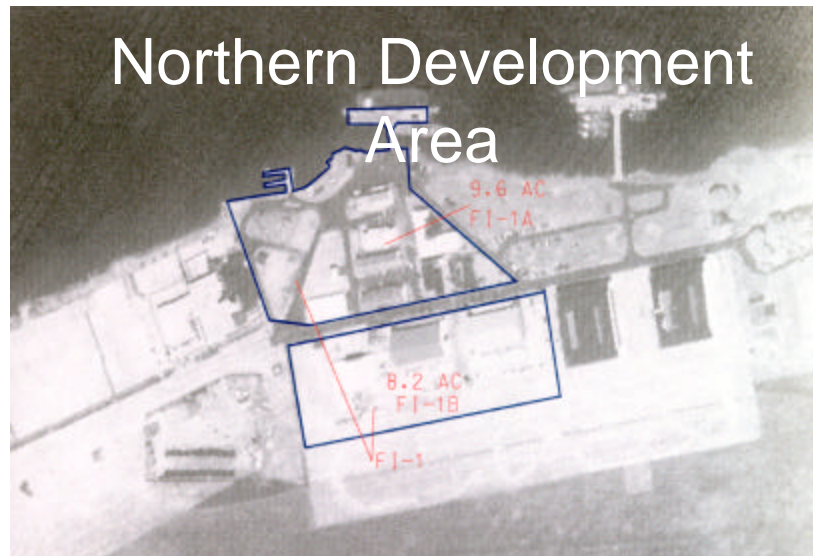
Housing Divestiture

Number of units			Date
	IP-1	543	30 Sept 03
	Puuloa	350	30 Sept 06
	IP-5	570	30 Sept 08



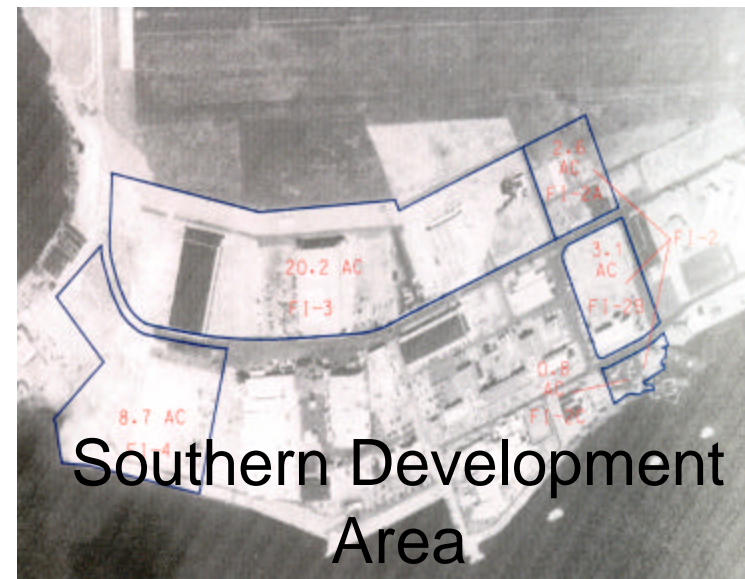
Property Action: Lease

- 390 Acres



Property Action: Lease

- Up to 75 Acres
- Commercial Use
- Historic Visitor Attraction





Property Action: Lease

- Support area for Ford Island
- Clarity & continuity of visitor experience

- Utilities & Site Improvements
- Facilities
- Maintenance Services
- Quality Management
- Environmental
- Technical Attachments
- Design Submittals

- A – Contract for Master Development Plan (MDP)
- B – In-Kind Property Support Services Agreement
- C – In-Kind Construction Agreement
- D – Master Development Agreement (MDA)
- E – Labor Provisions

CONTRACT FOR MASTER DEVELOPMENT PLAN

- Award to most highly qualified from Phase I
 - Maximum of 3
- \$325,000 each
- Delivery concurrent with Phase II proposals
 - Proposal Volume III

IN-KIND PROPERTY SUPPORT SERVICES AGREEMENT

- Maintenance, Alteration and Repair
- Grounds, Roads/Paved Surfaces and Facilities
- Firm Fixed Price: NTE \$700,000/yr
- Indefinite Delivery: NTE \$300,000/yr
- Duration: 10 years
 - Annual extension by agreement

IN-KIND CONSTRUCTION AGREEMENT

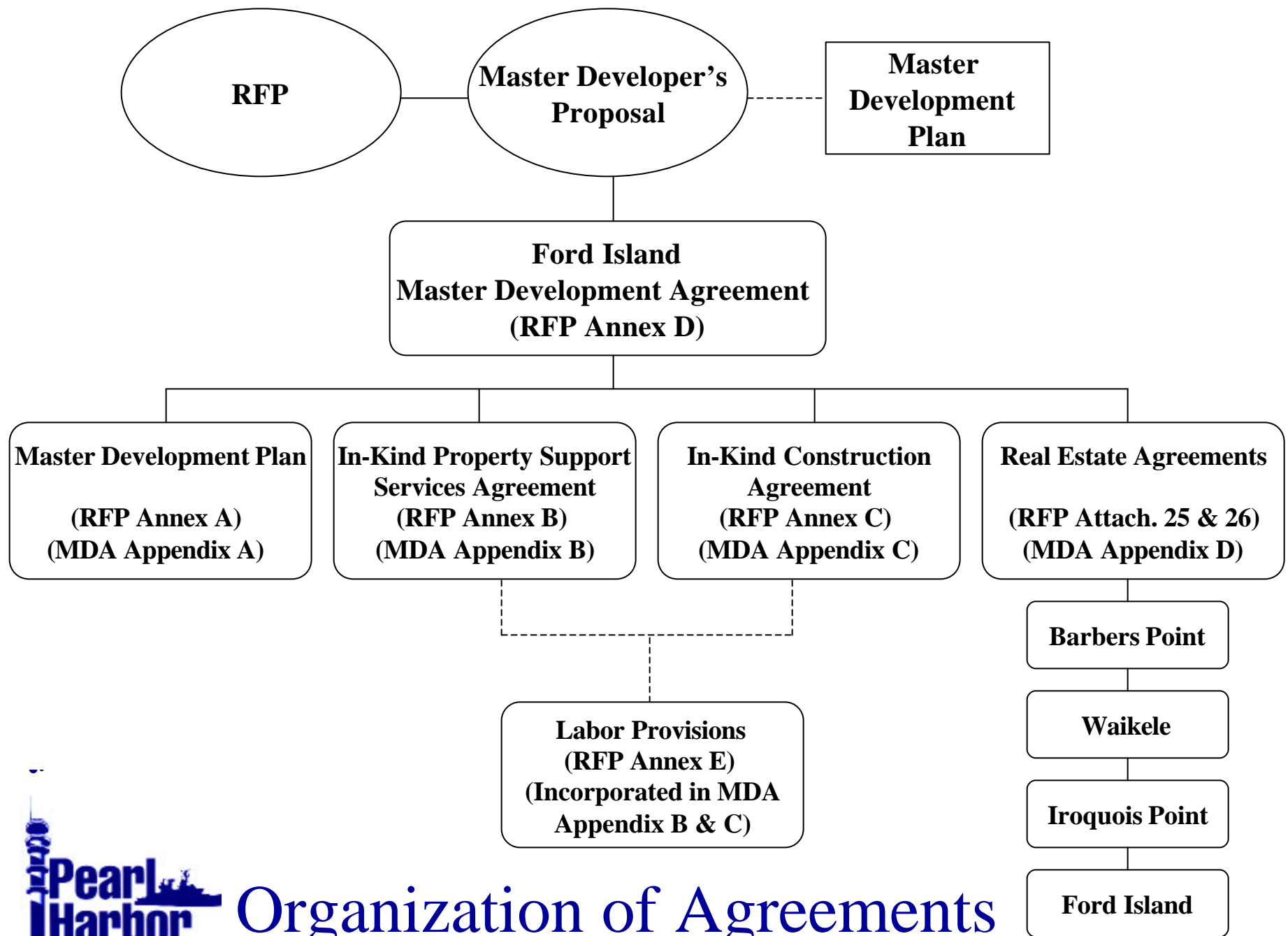
Project	Navy's "Design/Build to Budget" Estimates		
	Start	Finish	Total Construction Cost (Future Value)
Project No. 1 Utility and Site Improvement # I	May-03	Nov-04	\$20,907,000
Project No. 2 Utility and Site Improvement # II	May-04	Nov-05	\$16,463,000
Project No. 3 Utility and Site Improvement # III	May-05	Nov-06	\$18,382,000
Project No. 4 Utility and Site Improvement # IV	May-06	Nov-07	\$20,604,000
Project No. 5 Consolidated Training Campus	May-07	Nov-09	\$31,714,000
Project No. 6 Operations/Admin. Facilities	May-08	May-10	\$17,473,000

MASTER DEVELOPMENT AGREEMENT

- Establishes 65 year business relationship and incorporates subordinate documents:
 - Master Development Plan
 - In-kind property support services agreement
 - In-kind construction agreement
 - Real Estate Agreements (Leases/Conveyance)
- Incorporates RFP and proposal
- Finalized during exclusive negotiations

LABOR PROVISIONS

- Service Contract Act
- Davis Bacon Act



MilestoneDate

Preliminary Information Meeting

9/14-15/00



RFP Issued

4/17/01



Pre-Proposal Conference

5/8/01



Phase I Proposals Due

7/3/01

Award Master Development

8/24/01

Plan Contracts

or earlier

Debrief Unsuccessful

9/3/01

Phase II Proposals Due

12/28/01

Enter Into Exclusive Negotiations

5/7/02

Debrief Unsuccessful

8/13/02

Notify Congress/Master Plan Submission

8/21-11/5/02

Execute Master Development Agreement

11/7/02

- Do strictly follow the RFP Instructions
- Do submit the number of copies in the format, volume, number of pages as specified
- Do submit your Questions through the Question Form Process
- Do register on ESOL
- Do continue to monitor the PACDIV Website and ESOL for information
- Do submit your proposals on time
- Do be conscious of FAR Provisions and Clauses
- Don't hesitate to ask questions

- Web Site
 - www.esol.navfac.navy.mil
- E-mail
 - fordisland@efdpac.navfac.navy.mil
- Facsimile
 - (808) 471-8907